

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Triton Industries

Manufacturing Extension Partnership of Louisiana

Triton Industries Doubles Its Revenues with 5S

Client Profile:

Triton Industries, located in Lottie, Louisiana manufactures industrial vacuums for the petrochemical, refinery, shipyard, marine barge and oil and gas industries. The family-owned business was established in 1997 and employs 13 people. Triton's business model consists of rentals and sales of its units, with rentals only offered within the Southern United States. It has its units in 15 countries worldwide.

Situation:

The lack of organization in the fabricating area was preventing Triton Industries from reaching its full potential. When a customer order was placed, no bill of materials was generated to build the unit; rather old invoices were combed through, leaving the office manager guessing as to what needed to be ordered. Mike O'Rourke, general manager of Triton, commented, "We would routinely have to drop what we were doing and run out to a vendor or a store and get some little part." The company hit the breaking point when orders for 21 units were placed within days of each other. Employees were able to complete the orders, but management knew some changes needed to be made if Triton was to continue growing. In the past, O'Rourke had contracted the Manufacturing Extension Partnership of Louisiana's (MEPOL), a NIST MEP network affiliate, services for training and multiple Lean manufacturing projects for the shop floor. Triton Industries sought the assistance of MEPOL to improve and increase their production.

Solution:

MEPOL assisted Triton with the implementation of 5S (Sort, Set in Order, Shine, Standardize, Sustain), the first step in creating real change in the company's day-to-day operations. "Before this process, we were actually considering building another shop across the street. MEPOL showed us how to effectively double our production capacity with our existing shop and workforce," said O'Rourke. "These changes are part of what has helped us double our revenues last year in a down economy." The company has also begun implementation of a Visual Job Shop software system to track and monitor inventory as it is used. Most importantly, once all preparations are completed, the software will generate the bill of materials needed for each of the units Triton manufactures, virtually eliminating the three to four hour trips to the store, not to mention set standards for inventory control and monitor cost of goods sold. O'Rourke said, "We recognize that this is a journey, and we're only part of the way to where we want to be. It helps a lot to have MEPOL escorting us along the way, helping us follow the roadmap, and encouraging us to keep moving forward."

Results:

* Increased sales of \$1.7 million.

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- * Retained sales of \$1.7 million.
- * Realized \$50,000 in cost savings.
- * Created 3 jobs.

Testimonial:

"MEPOL Project Director Carly Lousteau has done a fantastic job of working with us, and challenging us to keep the momentum going. She's showed us how to effectively double our production capacity with our existing shop and workforce."

Mike O'Rourke, General Manager